

## Message Text

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ACTION AF-18

INFO OCT-01 ADP-00 COME-00 USIA-15 EB-11 OPIC-12 CIAE-00

INR-10 NSAE-00 RSC-01 PA-03 RSR-01 /072 W

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R 271448Z JUL 73

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 435

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DEPT PASS COMMERCE/USIA

E.O. 11652: N/A

TAGS: BTRA

SUBJECT: NIGERIAN-AMERICAN CHAMBER OF COMMERCE: TRADE MISSION TO US

REF: LAGOS 5829, LAGOS 6004, STATE 146340

1. BEGIN SUMMARY: APPEARS THAT USG WILL HAVE TO ASSUME CONSIDERABLE RESPONSIBILITY FOR MISSION ARRANGEMENTS IF THERE IS TO BE REASONABLE EXPECTATION ITS SUCCESS. THIS IS PROMINENT PRIVATE SECTOR GROUP, AND IN INTERESTS OVERALL RELATIONS AS WELL AS COMMERCIAL POSSIBILITIES WE URGE THAT USG ACCEPT THAT RESPONSIBILITY. APPRECIATE HAVING FOR "FINAL" PLANNING SESSION WE HAVE SCHEDULED WITH CHAMBER AUGUST 2 INDICATION SERVICES STATE/COMMERCE/USIA CAN PROVIDE. END SUMMARY.

2. SECRETARY LAGOS CHAMBER GAVE US NAMES 17 NIGERIAN BUSINESSMEN (NO WIVES) WHO WILL COMPRISE GROUP. WE EMPHASIZED OUR NEED TO HAVE SOONEST NAMES OF THEIR FIRMS AND WTDR-TYPE INFO IN ORDER PROVIDE EFFECTIVE SUBSTANTIVE ASSISTANCE AND THIS PROMISED FOR EARLY NEXT WEEK. WILL SUBMIT COMPLETE LIST THEN.

3. ON BASIS INFO ALREADY AVAILABLE, GROUP'S INTERESTS HAVE CONSIDERABLE SPREAD. FOR EXAMPLE, ONE IS WELL-

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KNOWN LAWYER WHO ACTS AS ADVISER AND HAS INTERESTS

IN NUMBER EXPATRIATE FIRMS. ANOTHER IS PROMINENT IN INSURANCE. MAIN INTEREST OF THIRD IS IN LOCAL BREWERY, AND SO ON. COMMON DENOMINATOR SEEMS TO BE PROMINENCE IN NIGERIAN PRIVATE SECTOR AND INTEREST IN EXTENDING THEIR ACTIVITIES IN ALMOST ANY DIRECTION THAT SEEMS PROMISING. THERE IS ALSO TOURIST-TYPE INTEREST ON PART OF GROUP, SOME OF WHOM FIRST-TIME VISITORS TO US, BUT ESSENTIAL INTEREST IN BUSINESS.

4. IN JULY 26 MEETING, CHAMBER PRESIDENT AND SECRETARY GAVE US THIS RUNDOWN ON PLANNING:

A. GROUP WILL RENDEZVOUS LONDON AND ARRIVE WASHINGTON SUNDAY, SEPTEMBER 23. ITINERARY THEREAFTER ENVISAGES SEPTEMBER 24 IN WASHINGTON; SEPTEMBER 25, 26, 27 IN NEW YORK; SEPTEMBER 28, 29 IN BOSTON; SEPTEMBER 30, OCTOBER 1 AND 2 IN HOUSTON; OCTOBER 3 LEAVE HOUSTON FOR NEW YORK AND RETURN TO LAGOS.

B. MEMBERS OF GROUP WILL PAY OWN TRAVEL (AND OTHER) EXPENSES AND CHAMBER WILL MAKE ARRANGEMENTS FOR AIR TRAVEL TO AND FROM US AND WITHIN US HERE IN LAGOS.

C. CHAMBER CONSIDERING POSSIBILITY MAKING US HOTEL RESERVATIONS THROUGH LAGOS TRAVEL AGENCY BUT WOULD BE PLEASED IF USG WOULD TAKE OVER THAT RESPONSIBILITY.

D. ONLY PREPARATIONS FOR BUSINESS APPOINTMENTS CONSIST OF JULY 5 LETTER SOLICITING SUPPORT OF NIGERIAN-AMERICAN CHAMBER AND AFRICAN-AMERICAN CHAMBER IN NEW YORK TO WHICH LAGOS CHAMBER HAS HAD NO RPT NO REPLY.

E. CHAMBER HAS NOT YET NOTIFIED PLANNED VISIT TO FMG BUT WILL DO SO AS SOON AS PLANS FINAL AND EXPECTS NIGERIAN EMBASSY IN WASHINGTON WILL WANT TO SUPPORT MISSION WITH BRIEFING AND PROBABLY RECEPTION.

5. PRESIDENT AND SECRETARY ASKED IF USG COULD ACCEPT RESPONSIBILITY AS FOLLOWS:

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A. ARRANGE HOTEL RESERVATIONS IN SHERATON OR HILTON OR COMPARABLE HOTELS. CHAMBER ENVISAGES SUITE FOR CHAIRMAN AND PERHAPS FOR ONE OR TWO OTHERS;

B. MEET AT AIRPORTS AND PROVIDE LOCAL TRANSPORT TO AND FROM AIRPORT;

C. PROVIDE LIAISON OR ESCORT OFFICER IN EACH CITY

VISITED AND, IF NECESSARY, LOCAL TRANSPORT FOR BUSINESS APPOINTMENTS;

D. MAKE ARRANGEMENTS FOR SECRETARIAL SERVICES IN EACH CITY IF REQUIRED, AND PREFERABLY AT USG EXPENSE;

E. ARRANGE APPROPRIATE BRIEFING BY USG OFFICIALS IN WASHINGTON AND IN EACH CITY VISITED;

F. ARRANGE IN COOPERATION TWO NEW YORK CHAMBERS OR OTHER BODIES APPROPRIATE SCHEDULE OF BUSINESS APPOINTMENTS IN NEW YORK, HOUSTON, BOSTON (CHAMBER SEES WASHINGTON PRIMARILY AS OCCASION TO MEET US OFFICIALS AND FOR CEREMONIAL ACTIVITIES IN COOPERATION NIGERIAN EMBASSY.)

G. ARRANGE APPROPRIATE TOURIST AND SIGHTSEEING ACTIVITIES.

6. COMMENT: WE ARE MEETING WITH CHAMBER PRESIDENT AND SECRETARY AUGUST 2 FOR HOPEFULLY FINAL REVIEW AND APPROVAL CHAMBER'S PLANS. WOULD APPRECIATE HAVING FOR THAT MEETING STATE/COMMERCE VIEWS ON PROPOSED ITINERARY AND INDICATION OF ABILITY USG MAKE ARRANGEMENTS AND PROVIDE SERVICES LISTED PARA 5 ABOVE. FYI. WE UNDERSTAND THAT NIGERIAN OFFICES OF CERTAIN US FIRMS, E.G., US OIL AND OIL SERVICE COMPANIES, HAVE INDICATED TO CHAMBER THEIR WILLINGNESS TO SUPPORT MISSION AND IT MAY BE THEY WOULD BE WILLING PROVIDE SOME OF SERVICES REQUIRED AT REQUEST CHAMBER OR USG. END FYI. DEPARTMENT MAY WISH TO DEFER FURTHER CONTACTS WITH NIGERIAN EMBASSY ON THIS SUBJECT UNTIL PLANS FINAL AND CHAMBER FORMALLY NOTIFIES MISSION TO FMG. DECON ON RECEIPT.  
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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Draft Date:** 27 JUL 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** worrelsw  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
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**Disposition Reason:**  
**Disposition Remarks:**  
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**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION AF  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 3  
**Previous Channel Indicators:**  
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**Previous Handling Restrictions:** n/a  
**Reference:** 73 LAGOS 5829, LAGOS 6004, STATE 146, 340  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** worrelsw  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 10 JAN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <10-Jan-2002 by martinjw>; APPROVED <27 FEB 2002 by worrelsw>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** NIGERIAN-AMERICAN CHAMBER OF COMMERCE: TRADE MISSION TO US  
**TAGS:** BTRA  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005